

BUFFALO DIVISION SALES REPS AND RETAIL REPS WEEKLY and QUARTERLY REVIEW

SALES REPS	Laboda	Neaf	Morris	Levenstein	Davignon	Thompson	Clary	Balmer	Miller		1626
w/e 11/03/95											
Calls Made	50	43	55	41	45	71	34	27	37		403
Order Books	135	751	741	1762	579	1114	117	573	942		6714
Prebooks	0	10	367	240	124	1098	117	0	41		1997
Total Sales	135	761	1108	2002	703	2212	234	573	983		8711
Avg. ctns sold/call	3	18	20	49	16	31	7	21	27		22
Quarter											
thru 11/03/95											
Calls Made	232	232	311	238	204	229	181	193	186		2006
Order Books	369	1535	2878	6018	2188	4431	509	1578	4242		23748
Prebooks	180	23710	962	18340	203	1098	317	5070	53		49933
Total Sales	549	25245	3840	24358	2391	5529	826	6648	4295		73681
Avg. ctns sold/call	2	109	12	102	12	24	5	34	23		37
RETAIL REPS	Flansburg	Skelton	Cowart	Rojek	Sirianni			Heinrich	Carr	Tremmel	1626
w/e 11/03/95											
Calls Made	31	30	29	34	36			36	35	31	262
Order Books	34	14	71	30	60			9	388	12	618
Avg. ctns sold/call	1	0	2	1	2			0	11	0	2
Quarter thru											
11/3/95											
Calls Made	167	151	163	172	165			166	172	155	1311
Order Books	57	82	109	40	263			29	1146	83	1809
Avg. ctns sold/call	0	1	37	0	2			0	7	1	1

9966 44815

SPRINGFIELD DIVISION SALES REPS AND RETAIL REPS WEEKLY and QUARTERLY REVIEW

SALES REPS	Ciesluk	E.O'Connor	Pinney	Vielmetti	Whiting	Imbriano	T.O'Connor	McGowan	Gonzalez		1536
w/e 11/03/95											Total
Calls Made	44	28	37	32	46	29	45	44	no		305
Order Books	796	451	689	216	675	584	1076	616	calls		5103
Prebooks	180	306	1760	351	491	183	0	108	shown		3379
Total Sales	976	757	2449	567	1166	767	1076	724	reporting		8482
Avg. ctns sold/call	22	27	66	18	25	26	24	16	problems		28
Quarter thru											
11/3/95											
Calls Made	178	151	155	145	199	181	200	184	154		1547
Order Books	3143	3877	2926	1707	2236	1560	4603	2220	705		22977
Prebooks	642	486	2562	1878	1987	1217	84	557	1790		11203
Total Sales	3785	4363	5488	3585	4223	2777	4687	2777	2495		34180
Avg. ctns sold/call	21	29	35	25	21	15	23	15	16		22
RETAIL REPS	Maroney	Tepfer	Marcouli	Bellantoni	Trautweiler	McGough	Murphy	Boyington	Dinino		1536
w/e 11/03/95											
Calls Made	35	39	35	39	31	20	39	17	40		295
Order Books	0	122	205	0	23	0	140	0	0		490
Avg. ctns sold/call	3	3	0	0	1	0	4	0	0		2
Quarter thru											
11/3/95											
Calls Made	121	175	159	84	133	134	119	105	79		1109
Order Books	27	606	537	10	26	20	1496	0	180		2902
Avg. ctns sold/call	0	3	3	0	0	0	13	0	2		3

51844 9967

NASHUA DIVISION SALES REPS AND RETAIL REPS WEEKLY and QUARTERLY REVIEW

SALES REPS	Tatro	Patterson	Davis	Chicarelli	Doak	Smith	Martin					1638
w/e 11/03/95												Total
Calls Made	36	47	34	40	38	43	27					265
Order Books	571	1814	602	1167	1725	302	872					7053
Prebooks	824	32	100	0	267	398	68					1689
Total Sales	1395	1846	702	1167	1992	700	940					8742
Avg. cnts sold/call	39	39	21	29	52	16	35					33
Quarter thru												
11/3/95												
Calls Made	187	216	196	181	177	196	130					1283
Order Books	1788	5519	7293	4415	6127	2506	5033					32681
Prebooks	2134	186	277	32	2369	2716	541					8255
Total Sales	3922	5705	7570	4447	8496	5222	5574					40936
Avg. cnts sold/call	21	26	39	25	48	27	43					32
RETAIL REPS	Baldwin	Cailler	Nolin	Langone	Geczy	Kerouac	Sanborn	Manoyan	Bodette	Brogan	Dube	1638
11/3/95												
Calls Made	43	37	36	36	39	30	35	19	40	31	24	370
Order Books	105	30	150	64	799	219	795	231	2325	242	0	4960
Avg. cnts sold/call	2	1	4	2	20	7	23	12	58	8	0	13
Quarter thru												
11/3/95												
Calls Made	193	172	181	145	122	117	192	73	188	153	65	1601
Order Books	388	113	550	599	1638	323	2828	341	4659	697	3	12139
Avg. cnts sold/call	1	1	0	0	0	0	0	0	0	2	0	8

51844 9968

201 BAN210IN
PROD BANLIB

CPN/VPR/BUYDOWN TRACKING/ANALYSIS
GEOGRAPHIC OVERVIEW

11/07/95 09:18

===== SELECTION CRITERIA =====
TIME PERIOD: 95 10/28/95 thru 11/03/95
BRAND: FP TOTAL FULL PRICE
GEOGRAPHY: 16XX 16 BUFFALO REGION

--GEOGRAPHY--	% PV	AFV/CTN	---TOT FV---	-SALES COST-	-TOT ALLOC-	-REM ALLOC-
16 BUFFALO RE	27.7	2.43	202,822	210,473		
1622 SYRACUSE	13.0	2.59	39,644	42,215		
1623 ALBANY N	69.3	2.67	69,334	70,258		
1626 BUFFALO	24.5	2.28	42,914	45,821		
1636 SPRINGFI	33.3	2.46	23,588	23,948		
1638 NASHUA N	33.0	1.91	25,837	26,728		
1640 BUFFALO		3.85	1,522	1,522		

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---
HELP CRITE LVLUP LVLDN NAV FILE EXIT

51844 9969

201 BAN210IN
PROD BANLIB

CPN/VPR/BUYDOWN TRACKING/ANALYSIS
GEOGRAPHIC OVERVIEW

11/07/95 09:52

===== SELECTION CRITERIA =====

TIME PERIOD: 95 10/28/95 thru 11/03/95

BRAND: SS TOTAL SAVINGS

GEOGRAPHY: 1622 16 BUFFALO REGION

--GEOGRAPHY--	% PV	AFV/CTN	---TOT FV---	-SALES COST-	-TOT ALLOC-	-REM ALLOC-
16 BUFFALO RE	48.9	2.29	240,581	246,134	12,426,000	12,179,866
1622 SYRACUSE	25.4	2.17	47,113	49,051		
1623 ALBANY N	119.2	2.03	30,829	31,240		
1626 BUFFALO	53.7	2.48	129,000	131,676		
1636 SPRINGFI	85.1	2.17	15,098	15,297		
1638 NASHUA N	76.7	2.00	17,911	18,240		
1640 BUFFALO		2.00	640	640		

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---
HELP CRITE LVLUP LVLDN NAV FILE EXIT

51844 9970

201 BAN210IN
PROD BANLIB

CPN/VPR/BUYDOWN TRACKING/ANALYSIS
GEOGRAPHIC OVERVIEW

11/07/95 09:20
MORE

===== SELECTION CRITERIA =====
TIME PERIOD: 95 10/28/95 thru 11/03/95
BRAND: FP TOTAL FULL PRICE
GEOGRAPHY: 1622 1622 SYRACUSE DIVISI

--GEOGRAPHY--	% PV	AFV/CTN	---TOT FV---	-SALES COST-	-TOT ALLOC-	-REM ALLOC-
1622 SYRACUSE	13.0	2.59	39,644	42,215		
162201 TERRIT		2.02	4,144	4,297		
162202 TERRIT		2.48	592	690		
162203 TERRIT		2.56	2,716	2,921		
162204 TERRIT		3.01	10,697	10,875		
162205 TERRIT		2.32	3,030	3,356		
162206 TERRIT		2.67	2,860	3,244		
162207 TERRIT		2.58	1,929	2,005		
162208 TERRIT		2.88	5,633	5,857		
162209 TERRIT		2.27	2,907	3,144		
162221 TERRIT		2.63	213	213		

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---
HELP CRITE LVLUP NAV PGUP PGDN FILE EXIT

51844 9971

201 BAN210IN
PROD BANLIB

CPN/VPR/BUYDOWN TRACKING/ANALYSIS
GEOGRAPHIC OVERVIEW

11/07/95 09:22

===== SELECTION CRITERIA =====

TIME PERIOD: 95 10/28/95 thru 11/03/95
BRAND: FP TOTAL FULL PRICE
GEOGRAPHY: 1622 1622 SYRACUSE DIVISI

--GEOGRAPHY--	% PV	AFV/CTN	---TOT FV---	-SALES COST-	-TOT ALLOC-	-REM ALLOC-
1622 SYRACUSE	13.0	2.59	39,644	42,215		
162223 TERRIT		2.04	33	48		
162224 TERRIT		2.09	53	78		
162228 TERRIT		2.67	2,461	2,613		
162229 TERRIT		2.39	2,392	2,888		

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---
HELP CRITE LVLUP NAV PGUP PGDN FILE EXIT

51844 9972

201 BAN210IN
PROD BANLIB

CPN/VPR/BUYDOWN TRACKING/ANALYSIS
GEOGRAPHIC OVERVIEW

11/07/95 10:00
MORE

===== SELECTION CRITERIA =====
TIME PERIOD: 95 10/28/95 thru 11/03/95
BRAND: SS TOTAL SAVINGS
GEOGRAPHY: 1622 1622 SYRACUSE DIVISI

--GEOGRAPHY--	% PV	AFV/CTN	---TOT FV---	-SALES COST-	-TOT ALLOC-	-REM ALLOC-
1622 SYRACUSE	25.4	2.17	47,113	49,051		
162201 TERRIT		2.06	11,348	11,629		
162202 TERRIT		1.59	3,853	3,976		
162203 TERRIT		1.99	3,805	4,049		
162204 TERRIT		2.74	5,329	5,439		
162205 TERRIT		1.98	2,876	3,162		
162206 TERRIT		2.52	11,864	12,153		
162207 TERRIT		1.94	1,908	2,059		
162208 TERRIT		2.67	2,315	2,402		
162209 TERRIT		2.20	1,729	1,830		
162221 TERRIT		2.00	24	24		

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---
HELP CRITE LVLUP NAV PGUP PGDN FILE EXIT

51844 9973

201 BAN210IN
PROD BANLIB

CPN/VPR/BUYDOWN TRACKING/ANALYSIS
GEOGRAPHIC OVERVIEW

11/07/95 10:02

===== SELECTION CRITERIA =====

TIME PERIOD: 95 10/28/95 thru 11/03/95
BRAND: SS TOTAL SAVINGS
GEOGRAPHY: 1622 1622 SYRACUSE DIVISI

--GEOGRAPHY--	% PV	AFV/CTN	---TOT FV---	-SALES COST-	-TOT ALLOC-	-REM ALLOC-
1622 SYRACUSE	25.4	2.17	47,113	49,051		
162224 TERRIT		2.00	36	54		
162228 TERRIT		2.04	1,458	1,602		
162229 TERRIT		1.73	547	646		
162281 TERRIT		2.00	29	36		

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---
HELP CRITE LVLUP NAV PGUP PGDN FILE EXIT

51844 9974

201 BAN210IN
PROD BANLIB

CPN/VPR/BUYDOWN TRACKING/ANALYSIS
GEOGRAPHIC OVERVIEW

11/07/95 09:24

===== SELECTION CRITERIA =====
TIME PERIOD: 95 10/28/95 thru 11/03/95
BRAND: FP TOTAL FULL PRICE
GEOGRAPHY: 1623 1623 ALBANY NY DIVIS

--GEOGRAPHY--	% PV	AFV/CTN	---TOT FV---	-SALES COST-	-TOT ALLOC-	-REM ALLOC-
1623 ALBANY N	69.3	2.67	69,334	70,258		
162301 TERRIT		2.30	2,623	2,623		
162302 TERRIT		1.92	3,369	3,446		
162303 TERRIT		2.77	18,019	18,122		
162304 TERRIT		2.82	29,626	29,839		
162305 TERRIT		2.24	3,410	3,534		
162306 TERRIT		2.29	1,485	1,599		
162307 TERRIT		3.51	3,129	3,129		
162308 TERRIT		2.40	3,939	4,120		
162309 TERRIT		2.81	3,591	3,708		
162330 TERRIT		3.01	149	149		

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---
HELP CRITE LVLUP NAV FILE EXIT

51844 9975

201 BAN210IN
PROD BANLIB

CPN/VPR/BUYDOWN TRACKING/ANALYSIS
GEOGRAPHIC OVERVIEW

11/07/95 10:04
MORE

===== SELECTION CRITERIA =====

TIME PERIOD: 95 10/28/95 thru 11/03/95
BRAND: SS TOTAL SAVINGS
GEOGRAPHY: 1623 1623 ALBANY NY DIVIS

--GEOGRAPHY--	% PV	AFV/CTN	---TOT FV---	-SALES COST-	-TOT ALLOC-	-REM ALLOC-
1623 ALBANY N	119.2	2.03	30,829	31,240		
162301 TERRIT		2.13	1,438	1,438		
162302 TERRIT		2.33	4,894	4,933		
162303 TERRIT		2.06	2,442	2,486		
162304 TERRIT		1.93	10,756	10,888		
162305 TERRIT		2.14	3,026	3,063		
162306 TERRIT		1.97	1,399	1,437		
162307 TERRIT		1.71	2,959	2,959		
162308 TERRIT		2.26	3,355	3,421		
162309 TERRIT		1.96	466	483		
162325 TERRIT		1.99	50	75		

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---
HELP CRITE LVLUP NAV PGUP PGDN FILE EXIT

51844 9976

201 BAN210IN
PROD BANLIB

CPN/VPR/BUYDOWN TRACKING/ANALYSIS
GEOGRAPHIC OVERVIEW

11/07/95 10:05

===== SELECTION CRITERIA =====
TIME PERIOD: 95 10/28/95 thru 11/03/95
 BRAND: SS TOTAL SAVINGS
 GEOGRAPHY: 1623 1623 ALBANY NY DIVIS

--GEOGRAPHY--	% PV	AFV/CTN	---TOT FV---	-SALES COST-	-TOT ALLOC-	-REM ALLOC-
1623 ALBANY N	119.2	2.03	30,829	31,240		
162330 TERRIT		2.02	23	23		
162331 TERRIT		2.00	25	38		

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---
 HELP CRITE LVLUP NAV PGUP PGDN FILE EXIT

51844 9977

201 BAN210IN
PROD BANLIB

CPN/VPR/BUYDOWN TRACKING/ANALYSIS
GEOGRAPHIC OVERVIEW

11/07/95 09:30

===== SELECTION CRITERIA =====

TIME PERIOD: 95 10/28/95 thru 11/03/95
BRAND: FP TOTAL FULL PRICE
GEOGRAPHY: 1626 1626 BUFFALO DIVISIO

--GEOGRAPHY--	%	PV	AFV/CTN	---TOT FV---	-SALES COST-	-TOT ALLOC-	-REM ALLOC-
1626 BUFFALO	24.5	2.28		42,914	45,821		
162601 TERRIT		2.54		2,390	2,500		
162602 TERRIT		2.03		13,844	14,057		
162603 TERRIT		2.71		3,806	4,159		
162604 TERRIT		2.10		6,374	6,683		
162605 TERRIT		2.32		4,831	5,601		
162606 TERRIT		2.87		1,345	1,360		
162607 TERRIT		2.63		4,808	5,243		
162608 TERRIT		2.63		3,557	3,971		
162609 TERRIT		2.26		1,946	2,231		
162630 TERRIT		1.52		32	34		

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---
HELP CRITE LVLUP NAV FILE EXIT

51844 9978

201 BAN210IN
PROD BANLIB

CPN/VPR/BUYDOWN TRACKING/ANALYSIS
GEOGRAPHIC OVERVIEW

11/07/95 10:06

===== SELECTION CRITERIA =====

TIME PERIOD: 95 10/28/95 thru 11/03/95
BRAND: SS TOTAL SAVINGS
GEOGRAPHY: 1626 1626 BUFFALO DIVISIO

--GEOGRAPHY--	% PV	AFV/CTN	---TOT FV---	-SALES COST-	-TOT ALLOC-	-REM ALLOC-
1626 BUFFALO	53.7	2.48	129,000	131,676		
162601 TERRIT		2.48	9,015	9,148		
162602 TERRIT		2.86	21,810	22,004		
162603 TERRIT		2.46	49,667	50,136		
162604 TERRIT		2.54	34,936	35,271		
162605 TERRIT		2.06	2,541	3,086		
162606 TERRIT		1.87	1,520	1,570		
162607 TERRIT		2.06	3,175	3,638		
162608 TERRIT		2.07	2,211	2,587		
162609 TERRIT		1.97	4,063	4,160		
162630 TERRIT		1.99	64	81		

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---
HELP CRITE LVLUP NAV FILE EXIT

51844 9979

201 BAN210IN
PROD BANLIB

CPN/VPR/BUYDOWN TRACKING/ANALYSIS
GEOGRAPHIC OVERVIEW

11/07/95 09:32

===== SELECTION CRITERIA =====

TIME PERIOD: 95 10/28/95 thru 11/03/95
BRAND: FP TOTAL FULL PRICE
GEOGRAPHY: 1636 1636 SPRINGFIELD DIV

--GEOGRAPHY--	% PV	AFV/CTN	---TOT FV---	-SALES COST-	-TOT ALLOC-	-REM ALLOC-
1636 SPRINGFI	33.3	2.46	23,588	23,948		
163601 TERRIT		2.54	571	626		
163602 TERRIT		2.39	11,232	11,274		
163603 TERRIT		1.94	2,798	2,798		
163604 TERRIT		2.69	2,339	2,364		
163605 TERRIT		2.58	1,640	1,670		
163606 TERRIT		3.25	943	962		
163607 TERRIT		3.01	2,177	2,277		
163608 TERRIT		2.64	1,891	1,980		

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---
HELP CRITE LVLUP NAV FILE EXIT

51844 9980

201 BAN210IN
PROD BANLIB

CPN/VPR/BUYDOWN TRACKING/ANALYSIS
GEOGRAPHIC OVERVIEW

11/07/95 10:07

===== SELECTION CRITERIA =====
TIME PERIOD: 95 10/28/95 thru 11/03/95
BRAND: SS TOTAL SAVINGS
GEOGRAPHY: 1636 1636 SPRINGFIELD DIV

--GEOGRAPHY--	% PV	AFV/CTN	---TOT FV---	-SALES COST-	-TOT ALLOC-	-REM ALLOC-
1636 SPRINGFI	85.1	2.17	15,098	15,297		
163601 TERRIT		1.66	84	84		
163602 TERRIT		2.34	9,812	9,842		
163603 TERRIT		1.99	1,649	1,649		
163604 TERRIT		2.00	923	941		
163605 TERRIT		1.68	571	604		
163606 TERRIT		1.83	180	189		
163607 TERRIT		1.87	1,222	1,294		
163608 TERRIT		1.87	636	665		
163629 TERRIT		2.29	22	31		

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---
HELP CRITE LVLUP NAV FILE EXIT

51844 9981

201 BAN210IN
PROD BANLIB

CPN/VPR/BUYDOWN TRACKING/ANALYSIS
GEOGRAPHIC OVERVIEW

11/07/95 15:44

===== SELECTION CRITERIA =====

TIME PERIOD: 95 10/28/95 thru 11/03/95
BRAND: SS TOTAL SAVINGS
GEOGRAPHY: 1638 1638 NASHUA NH DIVIS

--GEOGRAPHY--	% PV	AFV/CTN	---TOT FV---	-SALES COST-	-TOT ALLOC-	-REM ALLOC-
1638 NASHUA N	76.7	2.00	17,911	18,240		
163801 TERRIT		2.17	2,852	2,915		
163802 TERRIT		1.96	4,372	4,393		
163803 TERRIT		2.00	1,035	1,057		
163804 TERRIT		1.82	2,121	2,194		
163805 TERRIT		1.97	4,345	4,431		
163806 TERRIT		2.24	1,742	1,761		
163807 TERRIT		1.92	1,308	1,350		
163808 TERRIT		1.87	145	152		

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---
HELP CRITE LVLUP NAV FILE EXIT

51844 9982

201 BAN210IN
PROD BANLIB

CPN/VPR/BUYDOWN TRACKING/ANALYSIS
GEOGRAPHIC OVERVIEW

11/07/95 09:34
MORE

===== SELECTION CRITERIA =====
TIME PERIOD: 95 10/28/95 thru 11/03/95
BRAND: FP TOTAL FULL PRICE
GEOGRAPHY: 1638 1638 NASHUA NH DIVIS

--GEOGRAPHY--	% PV	AFV/CTN	---TOT FV---	-SALES COST-	-TOT ALLOC-	-REM ALLOC-
1638 NASHUA N	33.0	1.91	25,837	26,728		
163801 TERRIT		2.65	4,350	4,458		
163802 TERRIT		1.46	3,137	3,169		
163803 TERRIT		1.80	2,087	2,254		
163804 TERRIT		1.73	3,756	3,835		
163805 TERRIT		1.75	5,660	5,882		
163806 TERRIT		2.45	1,334	1,446		
163807 TERRIT		2.26	3,178	3,281		
163808 TERRIT		1.96	2,293	2,363		
163820 TERRIT		2.46	14	20		
163823 TERRIT		2.00	29	29		

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---
HELP CRITE LVLUP NAV PGUP PGDN FILE EXIT

51844 9983